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NEWSPAPER

OCTOBER 26, 1992

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# GM board pours on heat

## Smale casts doubt on Stempel's job

PHIL FRAME and CHARLES M. THOMAS
*Staff Reporters*

General Motors' outside directors last week added fuel to rampant speculation that Robert Stempel is about to be ousted as chairman, a post he has held since August 1990.

John Smale, the former Procter & Gamble Co. chairman who is leading the increasingly assertive group of 11 non-employee directors, pointedly failed to endorse the embattled Stempel, 59, in a statement issued last week.

The statement, which followed a *Washington Post* story that directors were preparing to ask Stempel to step down, said the board had taken "no action" regarding any management changes at GM.

"However, the question of executive leadership is a primary concern to . . . directors of any company, and GM is no exception," the statement continued. "The board continues to carefully reflect upon the wisest course for assuring the most effective leadership for the corporation."

In another apparent indication of the uncertainty surrounding Stempel, GM officials early Friday canceled on two hours' notice an interview with Stempel that *Automotive News* had scheduled more than a month ago.

A GM spokesman said Stempel had to rearrange his schedule.

According to Eugene Jennings, a retired Michigan State University management professor with ties to the GM board, directors have been moving for weeks to convince Stempel to leave quietly.

But now, Jennings said, their time line has been shortened by the *Post* leak, and the departure likely will be announced at the Nov. 2 board meeting.

"Stempel is a good manager, but not the right man at the right time," he said. "He is not the guy to run the company in a crisis."

According to Jennings, the 65-year-old Smale likely will be named interim chairman to assure investors that the board is living up to its responsibilities.

"Pair Smale with the car guys in the company, and you'll have a good team," he said. "Smale has the organizational skills to refocus and restructure GM."

Smale led a board revolt in April that removed Lloyd Reuss as president of GM, replacing him with Jack Smith. At that time, Smale also replaced Stempel as chairman of the board's executive committee.

However, the board in April issued a statement asserting confidence in Stempel.

While Stempel enjoys the respect of many of GM's 9,100 dealers, they also acknowledge Smale's abilities, said a member of a division's national dealer council.

"Dealers have always trusted

see STEMPEL, 33

### Smale's statement:

The GM Board of Directors has taken no action regarding any management changes at GM. However, the question of executive leadership is a primary concern to the Board of Directors of any company and GM is no exception. The GM Board of Directors continues to carefully reflect upon the wisest course for assuring the most effective leadership for the corporation.

JOE WILSSENS/AUTOMOTIVE NEWS

**Three outside directors at the May annual meeting: Pastor Leon Sullivan; John Smale; and Anne Armstrong, a presidential adviser.**

## More cuts: GM merges platform operations

PETER BROWN
*Editor*

In a further effort to eliminate jobs and to focus on car programs, General Motors is centralizing its car-development operations.

GM said Friday it is combining its five car platform organizations into three.

Cadillac, which alone among GM's traditional divisions had responsibility for car development and manufacturing, will lose that autonomy. Cadillac will combine with the Flint Automotive Division into the Cadillac/Luxury Car Engineering and Manufacturing Division, in charge of large front-wheel-drive cars.

The company also is folding the rear-wheel-drive product team into the Midsize Car Division.

So the new system has three platform teams: Cadillac/Luxury; Midsize; and Lansing Automotive Division, which continues in charge of small cars. Saturn Corp. remains a separate system.

The moves follow the strategy

see RESHAPED, 33

## late news

### VW may delay Golf launch

**FRANKFURT — The U.S. launch of the new Volkswagen Golf may be delayed past January because of problems at the Mexican plant producing the vehicle for North America.**

**Thomas Sauer, a Volkswagen AG marketing executive for the Golf and Vento lines, said the new generation Golf may not be ready for a December or**

see LATE NEWS, 2

## New Mazda franchise angers dealers in California

KRISTINE STIVEN BREESE
*Staff Reporter*

LOS ANGELES — Mazda Motor of America Inc. is locked in a battle with a group of California dealers over the company's new franchise.

The dealers believe the agreement gives Mazda far-flung rights to terminate their franchises, add new points and dictate when and if they can sell their dealerships.

But the company says a stronger agreement is "the next logical step" in the evolution of the "new Mazda." The company has provided a lineup of new products, said George McCabe, Mazda group vice president and general manager. Mazda expects dealers to give something in return.

Dealers think Mazda is asking more than other franchisors.

"It's like Mazda took the worst of all the other agreements out there and patched them together to make their new agreement," said a multi-line Southern California dealer. Like the other dealers contacted for this report, he did not want his name used.

The pact is due to take effect Jan. 1. The agreement was last revised in 1987, before Mazda's separate U.S. sales organizations were

see MAZDA, 35

HANS G. LEHMANN/HIDDEN IMAGE

**Development work continues on Chrysler's new compact car, code-named PL, which replaces the Dodge Shadow and Plymouth Sundance. This computer-enhanced photo shows the 1994 model.**

# Chrysler dealers revived

## Record profits pouring in; brass tout no-dicker stickers

Chrysler tallies profit ➤ 35

JOSEPH BOHN
*Staff Reporter*

NEW YORK — Chrysler Corp.'s rising fortunes are propelling dealers to record profit levels.

Chrysler's three franchised dealer groups will earn an average 26 to 28 percent return on investment this year, said Chrysler President Robert Lutz. About 90 percent of the dealers are profitable, Lutz added.

Chrysler-Plymouth dealers, in fact, are expected to average well over $300,000 in earnings and Jeep-Eagle and Dodge dealers close to $250,000.

Chrysler plans to keep up the profit pressure with its new LH models, and "no-dicker stickers," geared to customer satisfaction.

see CHRYSLER, 35

## ELECTION ★ '92 ★

BUSH • CLINTON • PEROT

**READY FOR NOV. 3**

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HANS G. LEHMANN/HIDDEN IMAGE

### Ford's new Topaz

**Expected styling for the next generation Mercury Topaz is shown in this computer-enhanced spy photograph. A product of the automaker's world car program, the European version will debut next spring as the Ford Mondeo. U.S. versions are expected in the 1994 model year. Power will come from Ford's new four-cylinder Zeta engine with a six-cylinder engine also available. Two- and four-door body styles are expected.**

# latenews

CONTINUED
*from* PAGE 1

January introduction. The car originally was scheduled to be sold in the United States in October, a year after its European launch.

Labor problems have arisen. As a result, production is slow and quality is not up to standards, Sauer said.

Volkswagen of America also told Volkswagen AG that it does not want the new 16-valve GTI Golf, which bowed at the Paris auto show, and would rather wait for the six-cylinder Golf, he said.

*— Diana T. Kurylko*

## Downtime set for Vette plant

General Motors plans to close its Corvette plant in Bowling Green, Ky., for two weeks in November because of slow sales, a union source said.

The single-shift plant will shut down during the first and third weeks of the month. The plant builds 96 cars a day, so the closing will cost 960 cars. On Oct. 1, Chevrolet had a 98-day supply of Corvettes, with 6,200 cars on hand.

Corvette sold 14,170 cars through the first nine months of this year, up from 13,190 a year ago. GM had planned to build 22,000 cars this year.

A GM spokesman would not comment. He cited GM's policy of not announcing production schedules more than a week in advance.

*— Lindsay Chappell*

## Cut-rate price for loaded Olds

Oldsmobile is offering a heavily equipped "95th Anniversary Special Edition Cutlass Supreme" that carries a deeply discounted $15,995 sticker price. The car is offered from Oct. 19 to Jan. 24.

The SL Supreme, available in coupe and four-door versions, is offered to dealers nationwide and includes a four-speed automatic transmission, 3.1-liter V-6, cruise control, power windows, rear defogger, pulse wiper, tilt wheel and cassette tape player.

The special price is offered in response to the one-price Ford Thunderbird LX. Jill Witzenburg, an Oldsmobile spokeswoman, said that dealers can lower the price to be more competitive.

*— Jack Keebler*

## Saab trims Nov. build

GOTHENBURG, Sweden — Because of weak demand in key markets, Saab Automobile has announced it will close its Trollhattan plant for five days in late November.

This will reduce production by 2,700 cars.

*— Stig Bjorklund*

## Mark VIII V-8 gets fixed

Ford Motor Co. has identified and fixed a serious engine problem in some of its 1993 Lincoln Mark VIIIs. None of the vehicles will be shipped to dealers.

Bert Serre, a Ford spokesman, said engine production at the Romeo, Mich., plant was stopped for four hours earlier this month when a "missing or defective piston rod clip" in the new 32-valve, all-aluminum V-8 turned up through "in-plant quality control testing procedures."

He said about 400 to 500 vehicles were checked and given the green light.

A source said these cars will be placed in Ford's fleets.

Chrysler Corp. had a similar problem with its 24-valve, 3.5-liter V-6, which is offered in the 1993 Dodge Intrepid, Eagle Vision and Chrysler Concorde. The automaker said that problem was a misinstalled piston wrist pin clip. Approximately 1,600 cars were recalled last month.

*— Liz Pinto*

## Contracts near for battery r&d

The United States Advanced Battery Consortium Thursday will announce development contracts totaling $53 million with three battery companies and three national labs.

The contracts are for new high-energy batteries for vehicles that could provide significant range and power advantages over batteries currently available. The types to be funded are: lithium polymer, lithium metal sulfide and nickel metal hydride.

In January 1991, Chrysler Corp., Ford Motor Co. and General Motors formed a partnership with the Electric Power Research Institute to form the consortium.

*— Jack Keebler*

## Car sales jump in mid-October

U.S. domestic-built car and light-truck sales rose 25.6 percent in the middle 10 days of October.

Total domestic car sales increased 15.6 percent from the year-ago period and trucks rose 43.2 percent.

Total domestic unit sales at General Motors rose 19.3 percent. Ford Motor Co. sales were up 38.7 percent. Chrysler Corp. sales increased an estimated 15.7 percent.

Total Big 3 sales accounted for 87.7 percent of all reported domestic sales.

There were eight selling days in the period this year and last year.

*— Karen Detkowski*

## Lamborghini might be sold

NEW YORK — Chrysler Corp. has discussed selling its Automobili Lamborghini S.p.A. operation with interested outsiders, but has no current offers for the Italian firm, Chrysler Vice Chairman Robert Eaton said.

Some analysts value the firm at $40 million, but Chrysler President Robert Lutz said he's never heard an offer that low. Chrysler is "in no big hurry" to sell the firm, he added.

*— Joseph Bohn*

## Nissan to open safety center

TOKYO — Nissan Motor Co. will establish a research center early next year in Cambridge, Mass., to study active forms of safety. Nissan will invite faculty from nearby Massachusetts Institute of Technology and Harvard University to help develop the program.

*— Mary Ann Maskery*

# briefly

## Eaton: it's just like home

**Chrysler Corp.** Vice Chairman Robert Eaton was surprised at how easy it was to adapt to Chrysler from his post as president of **General Motors of Europe.** "I quite frankly would have had a much bigger cultural shock going from GM of Europe to GM in the United States than from GM of Europe to Chrysler. They're roughly the same size, operate without much bureaucracy, operate without a formalized committee structure and there's a very, very strong team in place. And so it's been far, far, far less of a change than I expected."

**WICKET RACKET — Volvo** has tennis, **Land Rover** goes for polo, everybody loves golf, and now **Jaguar Cars USA** is the official sponsor for the United States Croquet Association. "Jaguar cites many similarities between croquet followers and Jaguar owners," says Jaguar's owner newsletter, *The Leaper.*

**SMEAR CAMPAIGN — Land Rover North America Inc.** has a timely ad running. It invites buyers to "sling some mud this election year."

**L&TT&R FROM HOM& —** What a difference an 'e' can make. Vice President Dan Quayle knows. So does **Chrysler** marketing honcho John Damoose. He was asked why Chrysler resurrected the Concorde name, last used on the **American Motors** Concord, for its new luxury sedan. "It's not the same name," Damoose said. "The AMC Concord did not use an 'e.' "

**RED WATCH —** When will **Ford Motor Co.** Chairman Red Poling retire? Probably not before Feb. 6. He speaks then to the National Automobile Dealers Association convention in New Orleans.

**COUNTING CHICKENS — Ford** had a snazzy TV ad ready to run last June, featuring Michael Andretti winning the Indy 500 for Ford. "When we're cookin', everybody else has to settle for seconds," the ad said. Trouble is, Andretti finished 13th. The ad never ran. Ross Roberts, general manager of Ford Division, said that's OK. Roberts said Ford can use the same ad "when we win next year."

**EVERYONE PAYS —** When the Toyota delegation showed up at Convergence '92 in Dearborn, Mich., last week, a staff member asked at the registration desk for Shoichiro Toyoda's badge. Ah, the **Toyota** chairman has not yet paid. What, even though he was asked to be a keynote speaker? Yes. Even President Bush's science adviser, D. Allan Bromley, was expected to buy his own $190 ticket.

**SILVER STREAK—** Kim Sung-Hong, chairman of **Kia Motors Corp.,** told Convergence '92 that Kia would find its place in the global auto industry by occupying product niches. Then he said electronics should be used in future cars to make them friendlier for elderly drivers. So is Chairman Kim suggesting that Kia's niche might be cars for seniors? No. He told *Automotive News* after his address that he was merely giving free ideas to the electronics industry.

**Kim: a future in niches**

# Sampler of sayings on '92 election

Auto industry executives' views of the presidential election vary. Here's a sampling:

**Chuck Worrell, Subaru of America Inc. executive vice president:** "People are tired with whatever's going on right now. Good or bad, they're looking for a change."

**Michael Plumley, chairman of Plumley Cos., a rubber-extrusion products supplier in Paris, Tenn.:** "I'm in a quandry right now. I'm either going to vote for Bush or Perot.

"I'm definitely not going to vote for Bill Clinton. Clinton's trade policies are short-term fixes.

"Trade protection might protect some American jobs by forcing some Japanese buyers over to Big 3 cars. But that's not in the industry's long-term best interests.

"In the long term, we should have a free market that forces us all to be more efficient and competitive."

**Victor Sun, the WEFA Group senior economic analyst:** "The biggest thing that Clinton has going for him is health care reform. If he can get that passed, it might work in favor of the Big 3. Health care is one of the biggest costs they're carrying right now."

**Richard Recchia, Mitsubishi Motor Sales of America Inc. executive vice president and chief operating officer:** "I think the election for president is important, but for import car companies I'm not sure that it's as important as what happens in the House and Senate.

"If Bush gets re-elected, for example, and the Congress passes some type of protectionist legislation, he would probably veto it. But depending on the makeup of the Congress, it's unclear if there would be enough votes to override the veto or not.

"If Clinton gets elected, as all the polls seem to suggest, the question is whether he would veto the same legislation.

"He calls himself a free trader and says he's for NAFTA, but he might be more prone to go along with Congress because he'd be fighting his own party."

**Walter Genthe, president of Hella North America Inc., a lighting components supplier in Flora, Ill.:** Ross Perot is the only candidate "with the guts to fight Congress and the business experience to correct the problems." But Genthe believes free trade with Mexico is the most important issue. Perot opposes the agreement. "I don't agree with his view that free trade will create a sucking sound of industry going south. It's a contradiction I'm caught in."

**Jerry Benefield, Nissan Motor Manufacturing Corp. U.S.A. president and chief executive officer:** "I hope that whoever becomes president can get beyond the rhetoric and see how important free trade is to the United States' global strength. They should have the attitude that direct foreign investment is important for this country and be able to do the job without resorting to protectionist action."

**Lee Iacocca, Chrysler Corp. chairman:** "It's not one guy that makes the difference. It's the 535 guys in Congress who really decide what happens." AN

# ELECTION

## No candidate gets complete auto OK

*continued from* PAGE 3

stration will be less free trade," said Harrington, assistant vice president of government and industry relations at Honda North America Inc.

Some important issues haven't come up in the campaign at all.

"There has been no discussion of harmonization of government policy," Pochiluk said. "Emissions, CAFE and safety are often in conflict. You improve one at the expense of the others. We haven't seen anything about that."

And there has been little talk of the candidates' differences on labor issues. That could be important to the Big 3, where UAW contracts expire next year.

David Cole, director of the Office for the Study of Automotive Transportation at the University of Michigan, said that while Clinton and Bush may set slightly different tones in the White House, he doesn't view the choice as an either-or decision.

"I see Washington becoming more committed to the role of private enterprise in our economy," he said. "I expect to see a much more reasonable approach to industry, not just viewing it as the enemy.

"The industry desperately needs a government that is going to be a little less focused on regulation and more on a systems view of the industry," Cole added. "There needs to be more coordination of policies. I think there is movement in that direction, and it seems to be reasonably bipartisan." AN

*Automotive News Staffers Kristine Stiven Breese in Los Angeles, Edward Lapham in Detroit, Jim Henry in New York and Lindsay Chappell in Nashville, Tenn., contributed to this report.*

# incentive WATCH

# Chrysler puts dealer rebates on some '93s

Chrysler Corp. is offering dealer incentives on some 1992 and 1993 models. The rebates expire Dec. 31 and are based on units sold.

Rebates for the 1992 and 1993 **Chrysler** New Yorker Salon, Fifth Avenue and Imperial range from $1,000 to $2,000.

**Dodge** Colt and Dynasty 1992 and 1993 models carry dealer incentives from zero to $2,000.

Incentives for the **Eagle** Summit and **Plymouth** Colt and Vista range from zero to $1,000.

— *Jennifer Heil*

## INCENTIVE WATCH — CUSTOMER INCENTIVES

### *CONTINUING PROGRAMS*

**CHRYSLER CORP.**

**1993 models**

**Expires Dec. 31 unless otherwise noted. In lieu of rebates, finance rates of 2.9 to 7.9 percent are available.**

| | |
|---|---|
| **Chrysler** LeBaron coupe (expires June 30) | $1,500 |
| Imperial, New Yorker Fifth Ave. (both expire June 30) | $1,250 |
| N.Y. Salon (expires June 30) | $750 |
| LeBaron sedan | $750 |
| LeBaron conv. | $700 |
| **Dodge** Daytona (expires June 30) | $1,000 |
| Dynasty, Spirit | $750 |
| Shadow | $500 |
| **Dodge** Ramcharger, Ram pickup (gas; expires June 30) | $1,500 |
| Ram wagon (expires June 30) | $1,000 |
| Dakota, Ram 50, Ram diesel pickup (excludes Club Cab) | $500 |
| **Eagle** Talon | $700 |
| **Jeep** Wrangler | $500 |
| Cherokee (excludes Calif., Hawaii) | $500 |
| **Plymouth** Acclaim | $750 |
| Laser | $700 |
| Sundance | $500 |
| **Minivans** (excludes Calif., Hawaii) | |
| Caravan, Voyager (short and long wheelbase) | $500 |

**1992 models**

**Expires Dec. 31. In lieu of rebates, finance rates of 2.9 to 7.9 percent are available.**

| | |
|---|---|
| **Chrysler** LeBaron coupe and conv., Imperial, N.Y. Fifth Ave. | $1,500 |
| N.Y. Salon, LeBaron sedan | $1,000 |
| **Dodge** Shadow conv., Monaco | $1,500 |
| Other Shadow, Daytona, Spirit, Dynasty | $1,000 |
| Colt 3-door (excludes Calif., Hawaii) | $700 |
| **Dodge** Ramcharger | $2,000 |
| Ram pickup (gas) | $1,500 |
| Ram wagon | $1,000 |
| Dakota, Ram 50 pickup | $750 |
| Ram diesel pickup (excludes Club Cab) | $500 |
| **Eagle** Talon Turbo, Premier | $1,500 |
| Other Talon, Summit 4-door | $1,000 |
| Summit 3-door (excludes Calif., Hawaii) | $700 |
| Summit wagon (excludes Calif., Hawaii) | $500 |
| **Jeep** Cherokee | $1,500 |
| Comanche | $750 |
| Wrangler | $500 |
| **Plymouth** Laser Turbo Sundance, Acclaim, other Laser | $1,500 |
| Colt 3-door (excludes Calif., Hawaii) | $1,000 |
| Vista (excludes Calif., Hawaii) | $700 |
| **Minivans:** (excludes Calif., Hawaii) | $500 |
| Long wheelbase | $1,000 |
| Short wheelbase | $500 |

**FORD MOTOR CO.**

**1993 models**

**Expires Dec. 18. In lieu of rebates, 5.9 percent financing is available unless otherwise indicated.**

| | |
|---|---|
| **Ford** Crown Victoria | $1,000 |
| Taurus (regional) | $500-750 |
| Tempo, Festiva | $500 |
| Escort (regional) | $200-500 |
| Mustang (regional) | 0-$500 |
| **Ford** Bronco, Econoline RV pkg. | $1,000 |
| Aerostar, Econoline Club Wagon | $500 |
| F series (regional) | 0-$300 |
| **Lincoln** Town Car, Continental (no finance option) | $1,000 |
| **Mercury** Grand Marquis, Capri | $1,000 |
| Sable (regional) | $500-750 |
| Topaz | $500 |
| Tracer (regional) | $200-500 |

**1992 models**

**Expires Dec. 18 unless otherwise indicated. In lieu of rebates, 5.9 percent financing is available.**

| | |
|---|---|
| **Ford** Crown Victoria | $2,000 |
| Probe (regional) | $1,000-1,500 |
| Thunderbird, Taurus SHO | $1,000 |
| Mustang (regional) | $500-1,000 |
| Escort | $500-1,000 |
| Tempo, Other Taurus (regional) | $500-750 |
| Festiva | $500 |
| **Ford** Econoline RV | $1,000 |
| Ranger (regional) | $750-1,000 |
| Aerostar (regional) | $500-750 |
| Econoline Club Wagon | $500 |
| F series (regional) | 0-$300 |
| **Lincoln** Mark VII | $3,000 |
| Town Car, Continental | $2,000 |
| No finance option on Lincoln | |
| **Mercury** Grand Marquis, Capri | $2,000 |
| Tracer LTS (regional) | $400-1,500 |
| Cougar | $1,000 |
| Other Tracer | $400-1,000 |
| Topaz, Sable (regional) | $500-750 |

**GENERAL MOTORS**

**1993 models**

**Expires Jan. 24. In lieu of rebates, 2.9 to 6.9 percent financing is available.**

| | |
|---|---|
| **Buick** Riviera, Park Avenue Ultra | $750-1,500 |
| Century, LeSabre, Regal, Roadmaster, Skylark | $250-1,000 |
| Rebates based on option package offered | |
| **Chevrolet** Caprice, Geo Storm | $1,000 |
| Corsica, Beretta, Lumina | $750 |
| Lumina APV | $500 |
| **Chevrolet** S10 Blazer, Sport Van (with YF-7 pkg.) | $1,000 |
| S10 pickup | $750 |
| Other Sport Van, Tracker, Astro | $500 |
| C/K pickup (reg. cab) | $300 |
| **GMC** Jimmy (excludes Typhoon), G-Van (with YF7) | $1,000 |
| Sonoma | $750 |
| Other G-Van, Safari | $500 |
| Sierra pickup | $300 |
| **Oldsmobile** Bravada | $1,500 |
| Silhouette, Eighty Eight | $750-1,000 |
| Ninety Eight | $500-1,000 |
| Achieva, Cutlass Ciera, Cutlass Supreme | $500-750 |
| Rebates based on option package ordered | |
| **Pontiac** Grand Am, Grand Prix, Bonneville, Trans Sport | $500 |

**1992 models**

**Expires Jan. 24 unless otherwise noted. In lieu of rebates, finance rates of 2.9 to 6.9 percent are offered.**

| | |
|---|---|
| **Buick** Skylark | $1,000 |
| Century, Regal, LeSabre, Roadmaster | $250-1,000 |
| Rebates based on option package ordered | |
| **Chevrolet** Geo Storm | $1,500 |
| Caprice | $1,000 |
| Lumina, Corsica | $750 |
| Beretta | $500 |
| Cavalier | $400 |
| **Chevrolet** S10 Blazer | $2,000 |
| Sportvan (with YF7), Astro (with YF7) | $1,000 |
| S10 pickup | $750 |
| Lumina APV, other Sportvan, other Astro, Tracker | $500 |
| C/K pickup (regular cab) | $300 |
| **GMC** Jimmy (excludes Typhoon) | $2,000 |
| G-Van (with YF7), Safari (with YF7) | $1,000 |
| Sonoma | $750 |
| Other G-Van, other Safari | $500 |
| Sierra pickup | $300 |
| **Pontiac (expires March 31)** | |
| Grand Prix, Bonneville | $1,250 |
| Trans Sport | $1,000 |
| Grand Am | $900 |
| Sunbird | $750 |
| Firebird | $500 |

**1991 models**

| | |
|---|---|
| **Chevrolet** Geo Storm (expires Jan. 24) | $1,500 |

**HYUNDAI (expires Nov. 3)**

| | |
|---|---|
| Sonata (1993) | $750 |
| Elantra (1993), Scoupe (1993), Excel (1993) | $500 |
| Sonata (1992) | $1,500-2,000 |
| Excel (1992), Scoupe (1992), Elantra (1992) | $750-1,000 |

**MAZDA**

| | |
|---|---|
| Protege (1993, expires Jan. 5) | $700 |
| MX-6 (1992, expires Nov. 3) | $1,400 |
| 626 (1992, expires Nov. 3) | $1,200 |
| Protege and MPV (1992, expires Jan. 5) | $1,000 |
| Pickup trucks (regional, 1993, expires Jan. 5) | $400-1,700 |
| Pickup trucks (regional, 1992, expires Jan. 5) | $500-1,700 |

## INCENTIVE WATCH— DEALER INCENTIVES

### *NEW PROGRAMS*

**CHRYSLER CORP. (1992-93 models; expires Dec. 31; rebates are based on number sold.)**

| | |
|---|---|
| **Chrysler** New Yorker Salon, Fifth Avenue, Imperial | $1,000-2,000 |
| **Dodge** Dynasty | $1,000-2,000 |
| Colt | 0-$1,000 |
| Eagle Summit | 0-$1,000 |
| **Plymouth** Colt, Vista | 0-$1,000 |

### *CONTINUING PROGRAMS*

**ACURA (1992 models; expires Nov. 3)**

| | |
|---|---|
| Legend sedan | $2,500 |
| Legend coupe | $1,000 |

**CADILLAC (1992 models; expires Oct. 31)**

| | |
|---|---|
| DeVille, Fleetwood, Eldorado, Seville | $1,500 |

**CHEVROLET (Expires Jan. 24)**

| | |
|---|---|
| Corvette (1992-93) | $1,000 |
| Geo Prizm (1992) | $1,500 |

**HONDA (Expires Oct. 31)**

| | |
|---|---|
| Accord (1992) | $500 |

**ISUZU (Expires Dec. 31)**

| | |
|---|---|
| Stylus (1991-93) | $300-600 |
| Impulse (1991-92) | $1,500-2,500 |
| Pickups 2.6-liter, short bed (1991-93, Calif. only) | $500-1,750 based on number sold |
| Pickups 2.3-liter (1991-93, 49 states) | $900-1,500 based on number sold |
| Other pickups (1991-93, 49 states) | $600 |
| Rodeo 4x2 (1991-93) | $400 |
| Rodeo 4x4 (1991-93) | $800-1,400 based on number sold |
| Rodeo 4x4 LS 3.2-liter (1991-93, Calif. only) | $800-1,900 based on number sold |

**LOTUS (1991 models; no expiration date)**

| | |
|---|---|
| Elan | $5,000 |
| Esprit Turbo | $11,000-15,000 |

**MITSUBISHI (Expires Dec. 31. Rebates and terms vary by region.)**

| | |
|---|---|
| Eclipse (1991-92) | 7%-9% of sticker |
| Eclipse Turbo (1991-92) | $500 extra |
| Eclipse (1993) | 4%-7% of sticker |
| Galant (1991-92) | 0-$3,000 |
| Galant (1993) | 0-$1,750 |
| Pickup (1991-92) | 0-$1,800 |

**NISSAN (Expires Nov. 3. Rebates and terms vary by region.)**

| | |
|---|---|
| Sentra (1992) | $500-1,000 |
| 1600 NX, 240SX (1992) | $1,000-1,500 |
| Pathfinder (1992) | $1,000-1,750 |
| Maxima (1992) | $1,000-2,000 |
| Stanza (1992) | $1,000-2,300 |
| 300ZX (1992) | $1,000-2,500 |
| Truck (1992) | $1,000-1,750 |
| Truck (1993) | $750-1,600 |

**OLDSMOBILE (1992 models; expires Jan. 24)**

| | |
|---|---|
| Achieva, Cutlass Supreme (except conv.), Ninety Eight, Bravada | $1,000 |
| Eighty Eight, Silhouette | $750 |

**SUBARU (1992 models; expires Nov. 3)**

| | |
|---|---|
| Legacy (invoiced before Feb. 4) | $500-2,500 |
| Legacy (invoiced after Feb. 3) | $1,000-3,000 |
| SVX | $2,000 |
| Loyale awd wagon | $800 |

**SUZUKI (Expires Dec. 2)**

| | |
|---|---|
| Swift (1992) | $500-1,000 |
| Swift (1993) | $300-500 |
| Sidekick (1992) | $700-1,000 |
| Sidekick (1993) | $300-500 |

Rebates differ by model.

**TOYOTA (Expires Nov. 3. All rebates are based on dealer's performance against quota)**

| | |
|---|---|
| Tercel (1992) | $100-500 |
| Celica, Corolla (1992) | $400-800 |
| Compact pickups: | |
| Base 1992 | $800-1,200 |
| Other 1992 | $300-700 |
| Base 1993 | $600-1,000 |
| Other 1993 | $100-500 |

## SCHEDULED PLANT CLOSINGS

| Plant | Weeks down | Units lost/ week |
|---|---|---|
| **CHRYSLER** | | |
| **Sterling Heights, Mich.** | **10/26** | |
| Dodge Daytona | | 350 |
| Dodge Shadow | | 2,000 |
| Plymouth Sundance | | 1,600 |
| **FORD** | | |
| **Dearborn, Mich.** | **10/26, 11/2** | |
| Ford Mustang | | 2,800 |
| **Oakville, Ontario** | **10/26** | |
| Ford Tempo | | 3,000 |
| Mercury Topaz | | 1,250 |
| **GENERAL MOTORS** | | |
| **Detroit** | **10/26** | 250 |
| P-model | | |
| Commercial vehicle chasis | | |
| **Total U.S. car** | | **6,750** |
| **Total Canada car** | | **4,250** |
| **Total U.S. truck** | | **250** |
| **Total units lost week of 10/26** | | **11,250** |

Source: Automotive News Data Center

# UAW seeks voice at Navistar

LIZ PINTO
*Staff Reporter*

The UAW has won a chair at General Motors' table to determine how the company will be downsized. Now, the union is seeking a similar spot with Navistar International Corp.

The UAW wants to have a say in the buyouts and changes that will be made to save Navistar.

Through a series of strategic strike letters this summer and fall that threatened virtually all GM operations, the UAW proved the importance of its role.

"If there is a requirement for a lean contract for the ultimate survival of GM, it will now be a negotiated one, not one directed at them," said Sean McAlinden of the University of Michigan's Office for the Study of Automotive Transportation.

The UAW announced Oct. 13 that it was "prepared to be a part of the solution" at GM and, according to labor sources, "they are now at the table every day with GM working on a plan for downsizing in an orderly fashion."

John Maciarz, GM spokesman, said, "We certainly appreciate not only the UAW's offer of help but anyone else who wants to help. We've always said we have more in common than in conflict."

On Oct. 16, Navistar announced it has withdrawn the lawsuit that sought court approval of its right to change retirees' health care packages unilaterally. The UAW issued a statement of support.

Labor experts called the Navistar and UAW moves positive and similar to the scenario at GM.

"The only way to solve the current issues at Navistar and GM is at the bargaining table, and it's good to see that both sides have come to their senses and are going back to it," said Ron Seeber, Cornell University labor expert.

A union spokesman said that since Navistar and GM are in trouble, "we're in trouble."

"But we disagree about the root of the problems," he said. "We don't think the UAW contract or work force are the problems."

David Cole, director of the Office for the Study of Automotive Transportation at the University of Michigan, said cooperative attitudes will help facilitate solutions for the struggling corporations.

## U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are assembled in the United States unless noted. Vehicles are cars unless noted.

| | Est. 10/19-10/24/92 | Actual 10/12-10/17/92 | 10/1-10/24/92 | Year 1/1-10/24/92 | Year 1/1-10/26/91 |
|---|---|---|---|---|---|
| Concorde (Can.) | 1,000 | 1,071 | 3,734 | 6,695 | 0 |
| LeBaron A | 700 | 0 | 1,538 | 5,841 | 0 |
| LeBaron J | 650 | 0 | 1,580 | 40,705 | 20,303 |
| New Yorker | 0 | 0 | 916 | 15,605 | 8,259 |
| Fifth Avenue | 0 | 0 | 1,229 | 33,904 | 26,381 |
| Imperial | 0 | 0 | 247 | 4,976 | 7,240 |
| Town & Country (trk.) | 650 | 579 | 2,100 | 16,465 | 3,653 |
| **Total Chrysler Div.** | **3,000** | **1,650** | **11,345** | **124,191** | **65,837** |
| Sundance | 1,650 | 1,694 | 5,657 | 56,357 | 51,793 |
| Acclaim | 1,800 | 0 | 4,508 | 61,890 | 66,107 |
| Voyager (trk.) | 1,850 | 2,277 | 7,428 | 85,108 | 80,673 |
| Voyager (Can. trk.) | 2,700 | 2,252 | 8,222 | 96,431 | 90,749 |
| **Total Plymouth** | **6,000** | **6,223** | **25,815** | **299,786** | **289,322** |
| Intrepid (Can.) | 700 | 778 | 2,367 | 12,056 | 0 |
| Daytona | 350 | 424 | 1,362 | 12,614 | 7,160 |
| Shadow | 1,850 | 2,130 | 7,000 | 82,681 | 57,416 |
| Dynasty | 0 | 0 | 3,339 | 69,799 | 98,435 |
| Spirit | 1,650 | 0 | 4,058 | 58,392 | 63,463 |
| Viper | 15 | 11 | 45 | 222 | 0 |
| Monaco (Can.) | 0 | 0 | 0 | 0 | 8,477 |
| Caravan (trk.) | 3,550 | 3,033 | 10,739 | 112,019 | 94,184 |
| Caravan (Can. trk.) | 3,650 | 3,180 | 11,297 | 138,319 | 120,165 |
| Caravan C/V (trk.) | 10 | 18 | 111 | 2,423 | 3,004 |
| Caravan C/V (Can. trk.) | 100 | 86 | 308 | 5,211 | 12,995 |
| Dakota (trk.) | 3,400 | 3,440 | 11,972 | 123,813 | 79,651 |
| Ram pickup (trk.) | 1,100 | 1,144 | 3,825 | 47,575 | 62,275 |
| Ram wagon (Can. trk.) | 300 | 285 | 1,092 | 17,534 | 16,227 |
| Ram van (Can. trk.) | 1,600 | 1,286 | 5,162 | 58,977 | 35,188 |
| **Total Dodge** | **18,275** | **15,815** | **62,675** | **741,635** | **658,640** |
| Vision (Can.) | 300 | 319 | 883 | 5,747 | 0 |
| Premier (Can.) | 0 | 0 | 0 | 0 | 8,911 |
| Cherokee (trk.) | 2,750 | 3,039 | 10,016 | 116,018 | 124,645 |
| Comanche (trk.) | 0 | 0 | 0 | 952 | 4,400 |
| Grand Cherokee (trk.)* | 4,300 | 4,574 | 14,688 | 87,710 | 1,539 |
| Briarwood (trk.) | 0 | 0 | 0 | 330 | 2,327 |
| Wrangler (trk.) | 1,600 | 1,586 | 5,384 | 19,401 | 0 |
| Wrangler (Can trk.) | 0 | 0 | 0 | 28,962 | 51,867 |
| **Total Jeep-Eagle** | **8,950** | **9,518** | **30,970** | **259,120** | **193,689** |
| **Total U.S. car** | **8,665** | **4,259** | **31,480** | **442,986** | **406,558** |
| **Total Can. car** | **2,000** | **2,168** | **6,984** | **24,498** | **17,388** |
| **Total U.S. truck** | **19,210** | **19,690** | **66,262** | **611,814** | **456,351** |
| **Total Can. truck** | **8,350** | **7,089** | **26,080** | **345,434** | **327,191** |
| **CHRYSLER CORP.** | **38,225** | **33,206** | **130,806** | **1,424,732** | **1,207,488** |
| Escort | 5,828 | 0 | 8,178 | 152,440 | 168,489 |
| Mustang | 0 | 2,854 | 5,666 | 77,389 | 73,732 |
| Tempo | 2,723 | 1,726 | 5,489 | 111,015 | 93,063 |
| Tempo (Can.) | 0 | 2,766 | 7,360 | 100,010 | 90,806 |
| Taurus | 9,488 | 9,228 | 33,108 | 351,802 | 268,413 |
| Thunderbird | 2,872 | 2,856 | 9,638 | 77,886 | 64,268 |
| Crown Victoria (Can.) | 2,225 | 1,783 | 4,840 | 87,377 | 76,356 |
| Aerostar (trk.) | 5,010 | 5,025 | 17,042 | 164,952 | 145,332 |
| Bronco (trk.) | 588 | 716 | 1,596 | 21,367 | 16,172 |
| Explorer (trk.) | 7,806 | 6,526 | 23,521 | 251,005 | 231,708 |
| Mazda Navajo (trk.) | 182 | 156 | 489 | 3,471 | 9,885 |
| Econoline (trk.) | 3,431 | 0 | 5,229 | 154,285 | 117,268 |
| Heavy (trk.) | 1,043 | 1,002 | 3,446 | 38,508 | 26,597 |
| Light truck (trk.) | 8,952 | 9,924 | 30,501 | 367,782 | 271,051 |
| Light truck (Can. trk.) | 3,054 | 2,459 | 9,816 | 104,120 | 78,821 |
| Ranger (trk.) | 8,801 | 8,008 | 25,073 | 191,372 | 229,587 |
| **Total Ford Division** | **62,003** | **55,029** | **190,992** | **2,254,781** | **1,961,549** |
| Topaz | 1,286 | 1,434 | 3,440 | 52,083 | 38,552 |
| Topaz (Can.) | 0 | 1,048 | 2,748 | 40,251 | 29,916 |
| Cougar | 1,208 | 1,224 | 4,522 | 48,841 | 47,528 |
| Sable | 2,638 | 2,683 | 8,840 | 104,807 | 87,836 |
| Grand Marquis (Can.) | 2,553 | 2,027 | 5,555 | 88,608 | 85,625 |
| Mercury Villager (trk.) | 786 | 788 | 2,884 | 12,733 | 0 |
| Nissan Quest (trk.) | 453 | 526 | 1,749 | 7,636 | 0 |
| **Total Mercury** | **8,924** | **9,730** | **29,737** | **354,961** | **289,457** |
| Continental | 843 | 846 | 2,876 | 32,848 | 45,930 |
| Mark VII | 574 | 558 | 1,622 | 4,002 | 8,050 |
| Town Car | 2,529 | 2,544 | 8,632 | 98,416 | 106,010 |
| **Total Lincoln** | **3,946** | **3,948** | **13,130** | **135,266** | **161,990** |
| **Total L-M Division** | **12,870** | **13,678** | **42,867** | **490,227** | **451,447** |
| **Total U.S. car** | **29,989** | **25,953** | **92,011** | **1,111,529** | **1,083,872** |
| **Total Can. car** | **4,778** | **7,624** | **20,503** | **316,246** | **282,703** |
| **Total U.S. truck** | **37,052** | **32,671** | **111,528** | **1,213,113** | **1,047,600** |
| **Total Can. truck** | **3,054** | **2,459** | **9,816** | **104,120** | **78,821** |
| **FORD MOTOR CO.** | **74,873** | **68,707** | **233,858** | **2,745,008** | **2,412,996** |
| Skylark | 1,743 | 364 | 3,716 | 49,175 | 45,123 |
| Century | 2,019 | 2,452 | 6,868 | 70,252 | 80,770 |
| Regal (Can.) | 2,180 | 2,182 | 7,205 | 82,434 | 104,493 |
| Riviera | 306 | 272 | 932 | 9,732 | 7,545 |
| Park Avenue | 968 | 298 | 1,990 | 47,009 | 79,168 |
| LeSabre | 3,614 | 3,541 | 12,112 | 134,021 | 81,689 |
| Roadmaster sedan | 459 | 429 | 1,719 | 35,780 | 34,820 |
| Roadmaster wagon | 279 | 275 | 554 | 7,898 | 12,568 |
| Reatta | 0 | 0 | 0 | 0 | 1,210 |
| **Total Buick** | **11,568** | **9,813** | **35,096** | **436,301** | **447,406** |
| Eldorado | 759 | 658 | 2,310 | 25,848 | 10,462 |
| Seville | 1,302 | 1,164 | 4,013 | 39,553 | 20,543 |
| Brougham | 1,197 | 1,113 | 3,723 | 10,503 | 17,502 |
| DeVille | 3,769 | 3,647 | 11,644 | 96,803 | 129,082 |
| Allante | 64 | 64 | 218 | 1,922 | 2,469 |
| **Total Cadillac** | **7,091** | **6,646** | **21,907** | **174,629** | **180,057** |
| Cavalier | 5,428 | 4,896 | 17,276 | 169,798 | 208,297 |
| Camaro | 0 | 0 | 0 | 47,762 | 44,779 |
| Camaro (Can.) | 15 | 15 | 51 | 146 | 0 |
| Corsica-Beretta | 4,600 | 4,466 | 15,057 | 156,837 | 196,662 |
| Lumina (Can.) | 5,200 | 5,175 | 18,339 | 192,983 | 196,403 |
| Caprice | 2,825 | 2,530 | 6,443 | 84,513 | 108,540 |
| Corvette | 480 | 482 | 1,600 | 17,989 | 17,196 |
| Astro (trk.) | 2,695 | 2,264 | 8,780 | 117,648 | 83,320 |
| Blazer (trk.) | 358 | 203 | 1,330 | 20,584 | 5,967 |
| Lumina APV (trk.) | 1,201 | 1,098 | 3,735 | 38,530 | 39,788 |
| Mediums (trk.) | 0 | 0 | 204 | 5,796 | 1,930 |
| P-model (trk.) | 197 | 369 | 1,111 | 17,132 | 16,092 |
| Pickup (trk.) | 6,306 | 4,979 | 20,301 | 237,277 | 242,625 |
| Pickup (Can. trk.) | 2,930 | 2,922 | 10,609 | 144,427 | 117,174 |
| S10 (trk.) | 4,279 | 3,867 | 14,695 | 165,027 | 216,599 |
| S10 Blazer (trk.) | 2,555 | 2,601 | 8,887 | 105,047 | 37,792 |
| Sportsvan (trk.) | 705 | 560 | 1,917 | 15,016 | 35,680 |
| Sportsvan (Can. trk.) | 1,020 | 1,016 | 4,197 | 59,310 | 43,922 |
| Suburban (trk.) | 1,841 | 2,011 | 6,729 | 55,697 | 21,311 |
| **Total Chevrolet** | **42,635** | **39,456** | **141,260** | **1,651,519** | **1,634,078** |
| Achieva/Calais | 1,107 | 826 | 2,653 | 78,589 | 34,616 |
| Cutlass Ciera | 3,609 | 4,264 | 12,784 | 111,477 | 83,576 |
| Cutlass Ciera (Can.) | 0 | 0 | 0 | 0 | 41,161 |
| Cutlass Supreme | 2,400 | 2,336 | 7,987 | 67,306 | 88,239 |
| Toronado | 0 | 0 | 0 | 3,274 | 4,304 |
| Eighty Eight | 1,251 | 1,079 | 3,868 | 55,388 | 72,016 |
| Custom Cruiser wag. | 0 | 0 | 0 | 2,077 | 7,093 |
| Ninety Eight | 736 | 743 | 2,116 | 20,713 | 64,028 |
| Silhouette (trk.) | 255 | 347 | 1,097 | 11,476 | 17,108 |
| Bravada (trk.) | 199 | 193 | 636 | 9,527 | 12,201 |
| **Total Oldsmobile** | **9,557** | **9,788** | **31,141** | **359,827** | **424,342** |
| Sunbird | 2,097 | 1,555 | 6,133 | 68,356 | 97,177 |
| Grand Am | 6,085 | 5,357 | 17,522 | 206,902 | 107,690 |
| Firebird | 0 | 0 | 0 | 17,116 | 17,249 |
| Firebird (Can.) | 10 | 10 | 34 | 99 | 0 |
| Grand Prix | 2,531 | 2,346 | 8,398 | 92,719 | 90,225 |
| Pontiac 6000 | 0 | 0 | 0 | 0 | 19,603 |
| Bonneville | 3,114 | 1,035 | 5,608 | 77,210 | 64,704 |
| Trans Sport (trk.) | 698 | 655 | 2,246 | 32,660 | 24,874 |
| **Total Pontiac** | **14,535** | **10,958** | **39,940** | **495,062** | **421,522** |
| Yukon-Jimmy (trk.) | 159 | 155 | 509 | 6,862 | 1,772 |
| Medium (trk.) | 0 | 0 | 394 | 15,335 | 3,691 |
| P-model (trk.) | 19 | 15 | 77 | 1,740 | 1,989 |
| Pickup (trk.) | 2,399 | 1,876 | 7,522 | 90,734 | 99,153 |
| Pickup (Can. trk.) | 1,090 | 1,087 | 3,951 | 53,143 | 43,276 |
| Syclone-Sonoma (trk.) | 1,358 | 981 | 4,126 | 42,520 | 49,682 |
| Typhoon-S15 Jimmy (trk.) | 1,000 | 936 | 3,331 | 34,208 | 13,408 |
| Safari (trk.) | 1,081 | 815 | 3,436 | 47,367 | 33,392 |
| Suburban (trk.) | 1,062 | 380 | 2,681 | 29,545 | 17,108 |
| Vandura (trk.) | 332 | 268 | 992 | 7,680 | 15,670 |
| Vandura (Can. trk.) | 600 | 578 | 1,741 | 24,982 | 18,359 |
| **Total GMC** | **9,100** | **7,091** | **28,760** | **354,116** | **297,500** |
| **Total Saturn*** | **4,500** | **4,500** | **15,500** | **171,229** | **77,730** |
| **Total U.S. car** | **57,242** | **50,694** | **172,742** | **1,977,751** | **1,926,695** |
| **Total Can. car** | **7,405** | **7,382** | **25,544** | **275,662** | **342,057** |
| **Total U.S. truck** | **28,699** | **24,573** | **94,736** | **1,107,408** | **991,152** |
| **Total Can. truck** | **5,640** | **5,603** | **20,497** | **281,862** | **222,731** |
| **GENERAL MOTORS** | **98,986** | **88,252** | **313,520** | **3,642,683** | **3,482,635** |
| Can. car | 200 | 0 | 200 | 70,478 | 90,384 |
| Can. trk. | 100 | 0 | 100 | 43,345 | 43,080 |
| **CAMI†** | **300** | **0** | **300** | **113,823** | **133,464** |
| **DIAMOND-STAR†** | **2,880** | **2,846** | **9,610** | **118,015** | **125,524** |
| Civic | 2,350 | 2,321 | 7,673 | 84,232 | 67,373 |
| Civic (Can.) | 1,800 | 1,515 | 5,565 | 87,087 | 88,021 |
| Accord | 6,475 | 6,613 | 22,817 | 309,081 | 302,806 |
| **Total U.S. car** | **8,825** | **8,934** | **30,490** | **393,313** | **370,179** |
| **Total Can. car** | **1,800** | **1,515** | **5,565** | **87,087** | **88,021** |
| **HONDA** | **10,625** | **10,449** | **36,055** | **480,400** | **458,200** |
| **HYUNDAI** Sonata (Can.) | **500** | **427** | **1,717** | **10,300** | **21,352** |
| **AUTOALLIANCE†** | **5,856** | **5,432** | **17,449** | **123,421** | **134,178** |
| U.S. trk. | 1,003 | 1,604 | 3,655 | 55,346 | 54,160 |
| Can. trk. | 285 | 202 | 832 | 7,736 | 5,700 |
| **NAVISTAR** | **1,288** | **1,806** | **4,487** | **63,082** | **59,860** |
| Altima | 2,930 | 2,953 | 9,845 | 29,156 | 0 |
| Sentra | 2,380 | 2,386 | 8,085 | 99,743 | 108,724 |
| Pickup (trk.) | 2,760 | 2,754 | 9,380 | 110,734 | 109,420 |
| **NISSAN** | **8,070** | **8,093** | **27,310** | **239,633** | **218,144** |
| Geo Prizm | 2,010 | 1,471 | 5,705 | 61,464 | 74,625 |
| Toyota Corolla | 2,695 | 1,891 | 7,114 | 84,791 | 85,280 |
| Toyota Pickup (trk.) | 2,200 | 1,912 | 7,207 | 59,295 | 746 |
| **NUMMI** | **6,905** | **5,274** | **20,026** | **205,550** | **160,651** |
| Legacy | 1,144 | 1,246 | 3,968 | 48,865 | 47,180 |
| Pickup (trk.) | 559 | 584 | 1,946 | 20,736 | 21,883 |
| Rodeo (trk.) | 921 | 975 | 3,234 | 35,880 | 24,156 |
| **Total U.S. car** | **1,144** | **1,246** | **3,968** | **48,865** | **47,180** |
| **Total U.S. trk.** | **1,480** | **1,559** | **5,181** | **56,616** | **46,039** |
| **SUBARU-ISUZU** | **2,624** | **2,805** | **9,149** | **105,481** | **93,219** |
| Camry | 5,820 | 4,952 | 17,526 | 201,347 | 151,747 |
| Corolla (Can.) | 1,200 | 1,104 | 4,077 | 55,017 | 54,370 |
| **TOYOTA** | **7,020** | **6,056** | **21,603** | **256,364** | **206,117** |
| **VOLVO** 740,940 (Can.) | **120** | **96** | **384** | **5,319** | **6,433** |
| **AM GENERAL** (trk.) | **300** | **300** | **1,029** | **20,540** | **17,090** |
| **MISCELLANEOUS** (trk.)** | **1,920** | **1,920** | **6,526** | **131,216** | **112,520** |
| **Total U.S. car** | **130,436** | **113,017** | **406,025** | **4,692,381** | **4,434,562** |
| **Total Canada car** | **18,003** | **20,316** | **64,973** | **844,607** | **902,708** |
| **Total U.S.-Canada Car** | **148,439** | **133,333** | **470,998** | **5,536,988** | **5,337,270** |
| **Total U.S. truck** | **94,624** | **86,983** | **305,498** | **3,366,082** | **2,835,078** |
| **Total Canada truck** | **17,429** | **15,353** | **57,325** | **782,497** | **677,523** |
| **Total U.S.-Canada truck** | **112,053** | **102,336** | **362,823** | **4,148,579** | **3,512,601** |
| **TOTAL U.S.** | **225,060** | **200,000** | **711,523** | **8,858,463** | **7,269,640** |
| **TOTAL CANADA** | **35,432** | **35,669** | **122,298** | **1,627,104** | **1,580,231** |
| **TOTAL U.S.-CANADA CAR & TRUCK** | **260,492** | **235,669** | **833,821** | **9,685,567** | **8,849,871** |

*Estimate

*1991 figures reflect Grand Wagoneer production.

†CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; AutoAlliance includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz

Source: Automotive News Data Center

# Output resumes at CAMI

ANNE E. WRIGHT
*Chief Statistician*

Employees at the CAMI plant in Ingersoll, Ontario, returned to work last Wednesday after a five-week strike that stopped production of the Geo Metro and Suzuki Swift cars and the Geo Tracker and Suzuki Sidekick sport-utilities.

In Canada, car production was estimated at 18,003 last week, 11.4 percent below the prior week and 12.6 percent below the same week in 1991.

So far this year, 844,607 cars have been assembled in Canada, 6.4 percent behind 1991.

Car production in the United States was estimated at 130,436 last week, 15.4 percent above the prior week and 5.9 percent below the year-ago week.

Year-to-date car production in the United States is 4,692,381, up 5.8 percent from 1991.

Estimated truck production in the United States was 94,624 last week, 8.8 percent above the prior week and 9.1 percent above the year-ago week.

So far this year, 3,366,082 trucks have been assembled, 18.7 percent ahead of 1991.

In Canada, truck production was estimated at 17,429 last week, 13.5 percent ahead of the prior week and 11.6 percent below the year-ago week.

Last week's estimated daily build rate of cars and trucks in the United States and Canada was 52,098, up 10.5 percent from the prior week and down 2.0 percent from the year-ago week.

Last week's estimated car and truck production in the United States was shared as follows: General Motors, 38.1 percent; Ford Motor Co., 29.8 percent; Chrysler Corp., 12.4 percent; Honda of America Manufacturing Inc., 3.9 percent; Nissan Motor Manufacturing Corp., 3.6 percent; New United Motor Manufacturing Inc., 3.1 percent; AutoAlliance International Inc., 2.6 percent; Toyota Motor Manufacturing (U.S.A.), 2.6 percent; Diamond-Star Motors Corp., 1.3 percent; Subaru-Isuzu Automotive Inc., 1.2 percent; miscellaneous, 0.9 percent; Navistar International Corp., 0.4 percent; and AM General, 0.1 percent.

Ford scheduled daily overtime last week at the Atlanta and Chicago car plants and on the car line at the Lorain, Ohio, facility.

Ford also ran daily overtime last week at the following truck plants: Louisville, Ky.; Twin Cities (St. Paul, Minn.); St. Louis; Kansas City, Mo.; Edison, N.J; and Avon Lake, Ohio.

GM scheduled daily overtime this week at the Moraine, Ohio, truck facility and on the Suburban line at the Janesville, Wis., truck plant.

Chrysler's St. Louis; Jefferson Avenue North (Detroit); and Windsor, Ontario, truck plants worked overtime last Saturday.

Toyota's Georgetown, Ky., car plant worked two shifts of overtime last Saturday.